

Message Text

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PAGE 01 BUDAPE 02360 100033Z

ACTION EUR-12

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FM AMEMBASSY BUDAPEST

TO USDOC WASHDC

INFO SECSTATE WASHDC 1686

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E.O.11652: N/A

TAGS: BEXP, HU

SUBJECT: PROPOSED \$6 MILLION SALE OF PFIZER EQUIPMENT TO MEDICOR

1. GREGORY E. GARDINER, DIRECTOR OF PLANNING, PFIZER MEDICAL SYSTEMS, INC, COLUMBIA, MD, DISCUSSED WITH EMBOFF HIS COMPANY'S PLANS TO SELL FIRST GENERATION COMPUTED TOMOGRAPHY TECHNOLOGY TO MEDICOR. TECHNOLOGY SALE WILL TAKE PLACE IN FOUR STAGES OVER TWO-YEAR PERIOD BEGINNING FEBRUARY 1979: 1) INSTALLATION OF SERVICE; 2) FINAL TESTING; 3) FINAL QUALITY CONTROL; AND 4) SUBASSEMBLY AND MANUFACTURE OF COMPONENTS. PFIZER WILL BRING THREE HUNGARIANS TO THE U.S. FOR TRAINING AND CONSULTATIONS IN JULY AND WILL SEND AMERICAN ENGINEERS TO HUNGARY BEGINNING NEXT FEBRUARY FOR TWO-THREE MONTHS EACH OVER A PERIOD OF SIX MONTHS TO ONE YEAR. MEDICOR HOPES TO DEVELOP A MANUFACTURING CAPABILITY FOR THIS LINE OF EQUIPMENT WITHIN THE NOT-TOO-DISTANT FUTURE.

2. GARDINER EXPRESSED CONCERN THAT U.S. EXPORT ADMINISTRATION PROCEDURES MAY CAUSE PROBLEMS WITH DELAYS IN PFIZER'S PROVIDING SPARE PARTS FOR THIS EQUIPMENT. HE DID NOT SEEM CONCERNED ABOUT SIMILAR PROBLEMS FOR THE BASIC EQUIPMENT ITSELF.

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3. PFIZER WILL HOLD EQUIPMENT SHIPMENT TO HUNGARY UNTIL SEPTEMBER WHEN, HOPEFULLY, MFN TARIFF DUTIES WILL BE IN EFFECT.

4. AT THIS STATE ONLY A LETTER OF INTENT HAS BEEN SIGNED. GARDINER REQUESTED THAT ALL ABOVE INFO BE KEPT IN STRICT RPT STRICT CONFIDENCE UNTIL HE NOTIFIES

EMBASSY OTHERWISE.
KAISER

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Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition History: n/a
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Original Previous Classification: n/a
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